From: Gary Fegel <gary@fegel.com>
To: Ehud Barak <ehbarak1@gmail.com>
CC:
Date: Thu, 3/13/2014 6:33:20 PM
Subject: Re: Investors flock to cyber security start-ups

Hi Ehud
1) that's funny….I agree we should increase our market share in the investment volumes….
2) Udi sent an email a few hours ago. I will contact him and feel him out…..
3) ok
4) agree- current valuations paid for this kind security is crazy….especially next generation such as SDN
5) sure - happy to go - we should take Pavel with us maybe, or go there when he's there, so he can translate the complex stuff. Or, alternatively we go alone or take somebody else as *"translator".

…so I will call Udi now and report back….
best
Gary

On 13. Mar .2014, at 08:36, ehud barak <ehbarak1@gmail.com> wrote:

> Gary hi
> Continued (the email was mistakenly sent before completion).
> 3) It will be their (and mine) most urgent task to find 1-3 further early stage CyberSec start-ups with top quality leader/idea.
> I've asked Pavel to meet with the startup I called
> "Bodyguards"(of the docs.) but his report tells a mediocre story. Thus I leave it.
> 4) of course, GC should keep moving fast forward.
> 5) we probably have to find an opportunity to go SiliconValley and have a closer, more direct look at what happens there now.
> Best
> EB
> Sent from my iPhone
>
> Begin forwarded message:
>
> > **From:** ehud barak <ehbarak1@gmail.com>
> > **Date:** March 13, 2014 at 9:24:18 GMT+2
> > **To:** Gary Fegel <gary@fegel.com>
> > **Subject: Re: Investors flock to cyber security start-ups**
> >
> > Gary hi
> > 1)about .2% of the $244mm is OUR investment in GC.
> > So, we are in step with the right course. But Volume is still too modest.
> > 2) we have to accelerate the conclusiondeal with PW and UW. I propose you send them this piece as well and then you, or both of us, prod them to move or make a direct 70/30 or 67/33 proposal.
> >
> > Sent from my iPhone

On Mar 13, 2014, at 8:36, Gary Fegel <gary@fegel.com> wrote:

I saw this article when using the Financial Times app and thought you might be interested:

Financial Times,
Investors flock to cyber security start-ups
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By Hannah Kuchler in San Francisco
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Silicon Valley investors have flooded the sector with venture capital cash to the tune of $244m last year in search of technological advance

Read the full article at: http://on.ft.com/1kio1Mk